

SIEMENS BUILDING TECHNOLOGIES

PERFORMANCE CONTRACTING

Years in Business – since 1994 – 9 years

Number of Contracts – 600

Performance Contracts Sales to date - \$575,000,000

Performance Contracts with guarantees – 397

Performance Contracts Sales with guarantees - \$300,000,000

Corporation since 1891

Past Names

Powers Regulator	1891-1977	86 years
Mark Controls, Inc.	1977-1985	8 years
MCC Powers, Inc.	1985-1987	2 years
Landis & Gyr Powers, Inc.	1987-1996	9 years
Landis & Gyr, Inc.	1996	8 months
Landis & Staefa, Inc.	1996-1998	2 years
Siemens Building Technologies, Inc.	1998 – preswent	

D&B 01-094-4650

D&B 5A3

F.I.N. 13-276-2488

All 50 states, Canada, Puerto Rico

Virginia District

Over 150 employees in four locations, Richmond, Virginia Beach, Roanoke, Waynesboro

1-804-222-6680, 1-800-959-0542

Fax 1-804-226-4278

State Performance Contracting Contact: Kirk Johnson, Account Executive 1-804-222-6688 ext 3034

11 Performance Contracts in force with 7 government (counties and municipalities) contracts totaling over \$12,000,000.

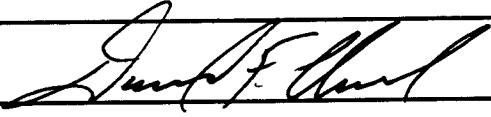
Web Site: Siemens.com

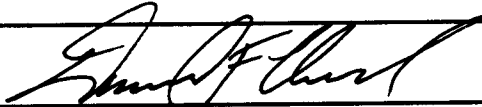
Products, Solutions, & Services

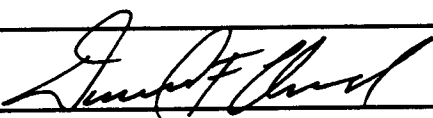
Building Automation

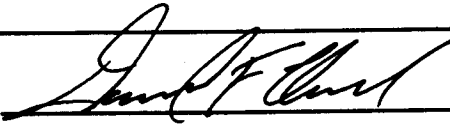
Performance Contracting

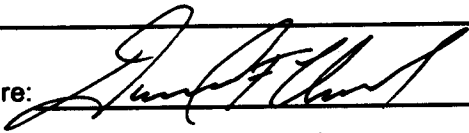
ESCO 1 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) SYNOPSIS OF OFFICE RESPONSIBLE FOR CONTRACT																																																																																		
Submitted By (Firm Name): SIEMENS BUILDING TECHNOLOGIES, INC.																																																																																			
Submittal For (Project Title): SERVICES FOR ENERGY PERFORMANCE CONTR																																																																																			
1) FIRM NAME AND ADDRESS: (office where work will be done) Siemens Building Technologies, Inc. 5106 Glen Alden Road Richmond, VA 23231 TELEPHONE 804-222-6680 FAX: 804-226-4278 FEIN / SSN: 13-276-2488		2) YEARS IN BUSINESS 111 years a) Under Present name: 4 years b) List other names and years Powers 1891 -77 86 yrs, Mark Controls 1977-85 8 yrs MCC Powers 1985-87 2 yrs, Landis & Gyr 1987-96 10yrs, Landis & Staefa 1996-98 2 yrs																																																																																	
3) NAMES OF PARENT COMPANIES: (if any) SIEMENS TELEPHONE: FAX:		4) SPECIFY TYPE OF OWNERSHIP: <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation Virginia Certificate of Authority Dated: _____ 1972 </td> <td style="width: 50%; vertical-align: top;"> <input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE </td> </tr> </table>		<input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation Virginia Certificate of Authority Dated: _____ 1972	<input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE																																																																														
<input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> Professional Corp. <input checked="" type="checkbox"/> Corporation Virginia Certificate of Authority Dated: _____ 1972	<input type="checkbox"/> MBE <input type="checkbox"/> SBE <input type="checkbox"/> WBE																																																																																		
5) NAMES OF NOT MORE THAN TWO PRINCIPALS TO CONTACT: (Title, e-mail, and Phone Number) <table style="width: 100%; border: none;"> <tr> <td style="width: 33%;">STAN KUNKA, CEO</td> <td style="width: 33%;"><u>STAN.KUNKA@SIEMENS.COM</u></td> <td style="width: 33%;">847-941-5988</td> </tr> <tr> <td>BOB DIXON, DIRECTOR</td> <td><u>BOB.DIXON@SIEMENS.COM</u></td> <td>847-215-1000</td> </tr> </table>				STAN KUNKA, CEO	<u>STAN.KUNKA@SIEMENS.COM</u>	847-941-5988	BOB DIXON, DIRECTOR	<u>BOB.DIXON@SIEMENS.COM</u>	847-215-1000																																																																										
STAN KUNKA, CEO	<u>STAN.KUNKA@SIEMENS.COM</u>	847-941-5988																																																																																	
BOB DIXON, DIRECTOR	<u>BOB.DIXON@SIEMENS.COM</u>	847-215-1000																																																																																	
6) PROPOSED CONSULTANTS OR OTHER OFFICES PROVIDING SERVICES: <table style="width: 100%; border: none;"> <thead> <tr> <th style="text-align: left;"><u>FIRM NAME</u></th> <th style="text-align: left;"><u>FUNCTION / RESPONSIBILITY</u></th> <th style="text-align: left;"><u>WORKED WITH PRIME BEFORE?</u></th> </tr> </thead> <tbody> <tr> <td>SIEMENS BUILDING TECHNOLOGIES</td> <td>HOME OFFICE</td> <td>YES</td> </tr> </tbody> </table> <p>(Attach Firm Data Form ESCO-2 for each consultant or other office)</p>				<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>	SIEMENS BUILDING TECHNOLOGIES	HOME OFFICE	YES																																																																										
<u>FIRM NAME</u>	<u>FUNCTION / RESPONSIBILITY</u>	<u>WORKED WITH PRIME BEFORE?</u>																																																																																	
SIEMENS BUILDING TECHNOLOGIES	HOME OFFICE	YES																																																																																	
7) NUMBER OF PERSONNEL IN FIRM AT (1) ABOVE BY RESPONSIBILITY (List each person only once) <table style="width: 100%; border: none;"> <thead> <tr> <th></th> <th style="text-align: center;"><u>Licensed</u></th> <th style="text-align: center;"><u>Unlicensed</u></th> <th style="text-align: center;"><u>Company Total</u></th> <th style="text-align: center;"><u>Assigned to Project</u></th> </tr> </thead> <tbody> <tr><td>Project Managers</td><td style="text-align: center;">5</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Energy Specialists</td><td style="text-align: center;">3</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Estimators</td><td style="text-align: center;">8</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Schedulers</td><td style="text-align: center;">NA</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Safety Officers</td><td style="text-align: center;">1</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Procurement</td><td style="text-align: center;">5</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Accountants</td><td style="text-align: center;">NA</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Clerical Staff</td><td style="text-align: center;">NA</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Inspectors</td><td style="text-align: center;">NA</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Haz Mat Specialists</td><td style="text-align: center;">1</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Engineers</td><td style="text-align: center;">3</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Architects</td><td style="text-align: center;">NA</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>CADD Operators</td><td style="text-align: center;">2</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>Specifications</td><td style="text-align: center;">3</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> <tr><td>TOTALS</td><td style="text-align: center;">31</td><td></td><td></td><td style="text-align: center;">AS NEEDED</td></tr> </tbody> </table>					<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>	Project Managers	5			AS NEEDED	Energy Specialists	3			AS NEEDED	Estimators	8			AS NEEDED	Schedulers	NA			AS NEEDED	Safety Officers	1			AS NEEDED	Procurement	5			AS NEEDED	Accountants	NA			AS NEEDED	Clerical Staff	NA			AS NEEDED	Inspectors	NA			AS NEEDED	Haz Mat Specialists	1			AS NEEDED	Engineers	3			AS NEEDED	Architects	NA			AS NEEDED	CADD Operators	2			AS NEEDED	Specifications	3			AS NEEDED	TOTALS	31			AS NEEDED
	<u>Licensed</u>	<u>Unlicensed</u>	<u>Company Total</u>	<u>Assigned to Project</u>																																																																															
Project Managers	5			AS NEEDED																																																																															
Energy Specialists	3			AS NEEDED																																																																															
Estimators	8			AS NEEDED																																																																															
Schedulers	NA			AS NEEDED																																																																															
Safety Officers	1			AS NEEDED																																																																															
Procurement	5			AS NEEDED																																																																															
Accountants	NA			AS NEEDED																																																																															
Clerical Staff	NA			AS NEEDED																																																																															
Inspectors	NA			AS NEEDED																																																																															
Haz Mat Specialists	1			AS NEEDED																																																																															
Engineers	3			AS NEEDED																																																																															
Architects	NA			AS NEEDED																																																																															
CADD Operators	2			AS NEEDED																																																																															
Specifications	3			AS NEEDED																																																																															
TOTALS	31			AS NEEDED																																																																															

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): SIEMENS BUILDING TECHNOLOGIES		
Submittal For (Project Title) SERVICES FOR ENERGY PERFORMANCE CONTRACTING		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: KIRK JOHNSON, ACCOUNT EXECUTIVE TYPICAL DUTY OR ASSIGNMENT: PERFORMANCE CONTRACT PROPOSAL		
2) ASSIGNMENT FOR THIS PROJECT: MAIN SIEMENS CONTACT PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJEC <u>5</u> PERCENT		
3) EMPLOYEE OF: Siemens Building Technologies		
4) YEARS OF EXPERIENCE: <u>28 YEARS</u> TOTAL EXPERIENCE <u>26 YEARS</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: PURDUE UNIVERSITY/BS ENGINEERING/1974/MECHANICAL		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 2 YEARS IN POWER ELECTRICAL GEAR - WESTINGHOUSE 26 YEARS IN BUILDING CONTROL/ENERGY SYSTEMS - SIEMENS		
The foregoing is a statement of fact. Typed name and title: Dan Clark, District Manager Signature:  Date: <u>12-16-02</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name):		
Submittal For (Project Title):		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: John Greenwell, C.E.M. Energy Engineer, PC Team Leader		
TYPICAL DUTY OR ASSIGNMENT: Find, design energy conservation measures, set up auditing procedures and supervise the auditing procedure. From start of a project until the culmination of the contract.		
2) ASSIGNMENT FOR THIS PROJECT: Engineer energy savings and design. Work with project manager to see implementation of job.		
PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJE ^C <u>as required 10 - 100% PERCENT</u>		
3) EMPLOYEE OF: Siemens Building Technologies		
4) YEARS OF EXPERIENCE: <u>37 years</u> TOTAL EXPERIENCE <u>16 years</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: BA in economics and Mathematics, Richmond 1968, various training classes on equipment, management, energy Various MBA classes at ODU, William & Mary		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type na		
COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Wrote and implemented the first guarantee programs for Honeywell. Was the start of performance contracting. First guaranteed job in the country was the College of william and Mary in 1978. Have engineered and sold the following performance contract for Siemens: Caroline County Schools, Craig County Schools, City of Fredericksburg, Volvo Truck Plant, Dublin, 2300 Fall Hill. Total of \$7.25 mil. Attended various energy seminars. Currently Certified Energy Manager		
The foregoing is a statement of fact. Typed name and title: Dan Clark, District Manager		
Signature: 		Date: <u>12-16-02</u>

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO)	
PERSONNEL QUALIFICATIONS		
Submitted By (Firm Name): SIEMENS BUILDING TECHNOLOGIES		
Submittal For (Project Title) SERVICES FOR ENERGY PERFORMANCE CONTRACTING		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: DANIEL CLARK, DISTRICT GENERAL MANAGER PROVIDE OVERALL MANAGEMENT TO ALL INSTALLATIONS AND SERVICES IN DISTRICT		
2) ASSIGNMENT FOR THIS PROJECT: OVERSIGHT PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJEC" <u>5</u> PERCENT		
3) EMPLOYEE OF: Siemens Building Technologies TERRY TEDFORD, VICE PRESIDENT FIELD OPERATIONS		
4) YEARS OF EXPERIENCE: <u>23 YEARS</u> TOTAL EXPERIENCE <u>10 YEARS</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: CLARKSON UNIVERSITY/BS/1979/ENGINEERING AND MANAGEMENT		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT 20 PLUS YEARS IN EMS, BMC, PC, PS		
The foregoing is a statement of fact. Typed name and title: Dan Clark, District Manager Signature:  Date: <u>12-16-02</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): SIEMENS BUILDING TECHNOLOGIES		
Submittal For (Project Title) SERVICES FOR ENERGY PERFORMANCE CONTRACTING		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: STAN MASHINSKI, PROJECT MANAGER, GENERAL OPERATIONS SUPERVISOR TYPICAL DUTY OR ASSIGNMENT: TOTAL PROJECT RESPONSIBILITIES - COORDINATION, INSTALLATION, START UP AND TURNOVER		
2) ASSIGNMENT FOR THIS PROJECT: Engineer energy savings and design. Work with project manager to see implementation of job. PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJEC* <u>100</u> PERCENT		
3) EMPLOYEE OF: Siemens Building Technologies		
4) YEARS OF EXPERIENCE: <u>27 YEARS</u> TOTAL EXPERIENCE <u>18 YEARS</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: HVAC MASTER LICENSE CLASS "A" MECHANICAL LICENSES RED FOR COMMONWEALTH OF VIRGINIA		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type 1995/VA/MASTER HVAC -GAS FITTER /CARD #2710017304 COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT Did Landmark PC Contract Did 3 million Virginia Union University renovation contract with MBE participation in 75 days.		
The foregoing is a statement of fact. Typed name and title: Dan Clark, District Manager Signature:  Date: <u>12-16-02</u>		

ESCO 4 (7/22/2002)	ENERGY SERVICES COMPANY - (ESCO) PERSONNEL QUALIFICATIONS	
Submitted By (Firm Name): SIEMENS BUILDING TECHNOLOGIES		
Submittal For (Project Title) SERVICES FOR ENERGY PERFORMANCE CONTRACTING		
BRIEF RESUME OF KEY INDIVIDUAL PROPOSED FOR THIS PROJECT. PROVIDE ONE FORM FOR EACH PERSON.		
1) NAME AND TITLE: JAMES BEHR, DISTRICT OPERATIONS MANAGER OVERALL RESPONSIBILTY FOR INSTALL & SERVICE BUSINESS		
2) ASSIGNMENT FOR THIS PROJECT: OVERSIGHT PRECENT OF TYPICAL 40 HOUR WORK WEEK THIS PERSON WOULD SPEND ON PROJEC" <u>5</u> PERCENT		
3) EMPLOYEE OF: Siemens Building Technologies		
4) YEARS OF EXPERIENCE: <u>20 YEARS</u> TOTAL EXPERIENCE <u>20 YEARS</u> WITH THIS FIRM		
5) EDUCATION: COLLEGE / DEGREE(S) / YEAR / SPECIALIZATION: CLINTON COMMUNITY COLLEGE/ASSOCIATE DEGREE		
6) ACTIVE REGISTRATION IF APPLICABLE: Year first registered / State / Discipline or Type COMMONWEALTH OF VIRGINIA REGISTRATION / LICENSE NUMBER: ARCHITECT # _____ or ENGINEER # _____		
7) EXPERIENCE AND / OR QUALIFICATIONS RELEVANT TO THIS CONTRACT TECHNICIAN, ENGINEERING & PROJECT MANAGEMENT EXPERIENCE		
The foregoing is a statement of fact. Typed name and title: Dan Clark, District Manager Signature:  Date: <u>12-16-02</u>		